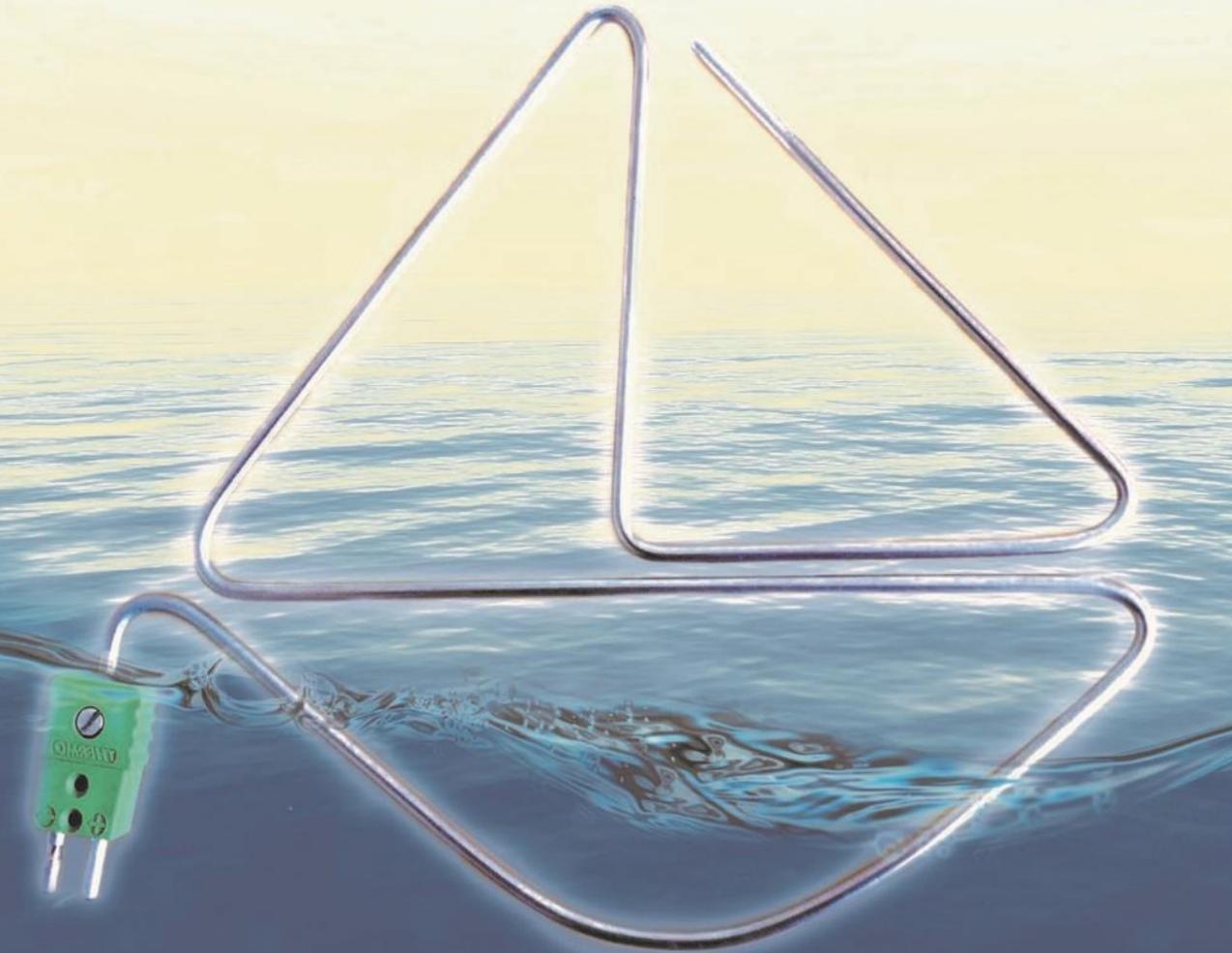




PENTRONIC

IT'S ALL ABOUT TEMPERATURE

Custom design – Our standard

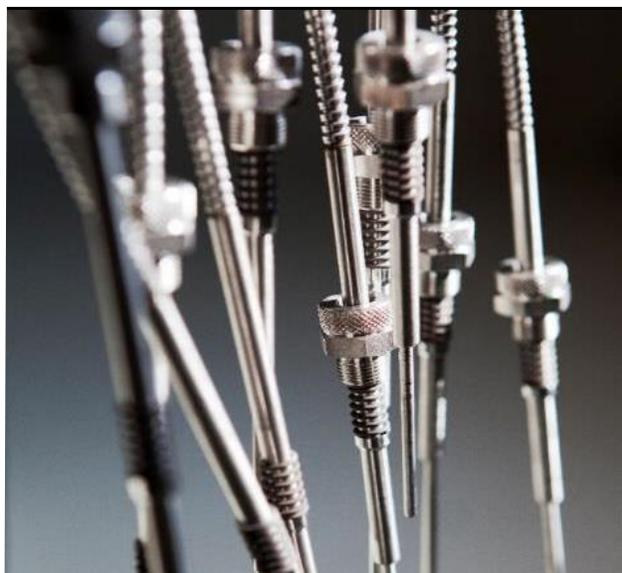
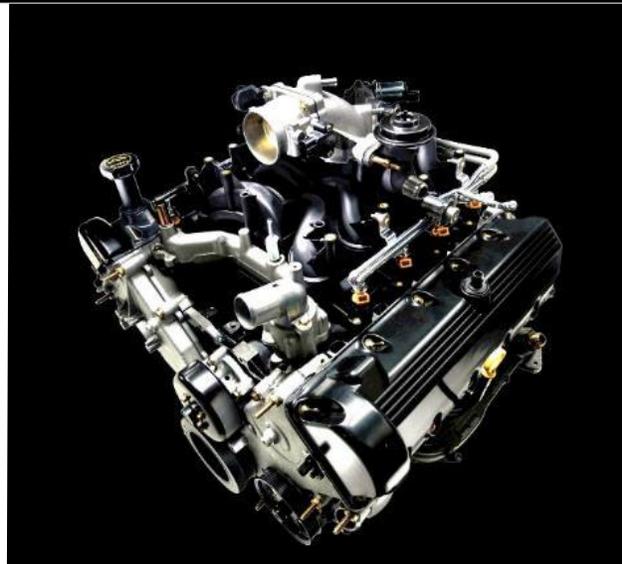


Pentronic Group

Rikard Larsson
MD Pentronic



Custom design temperature sensors for industry and research



IT'S ALL ABOUT TEMPERATURE

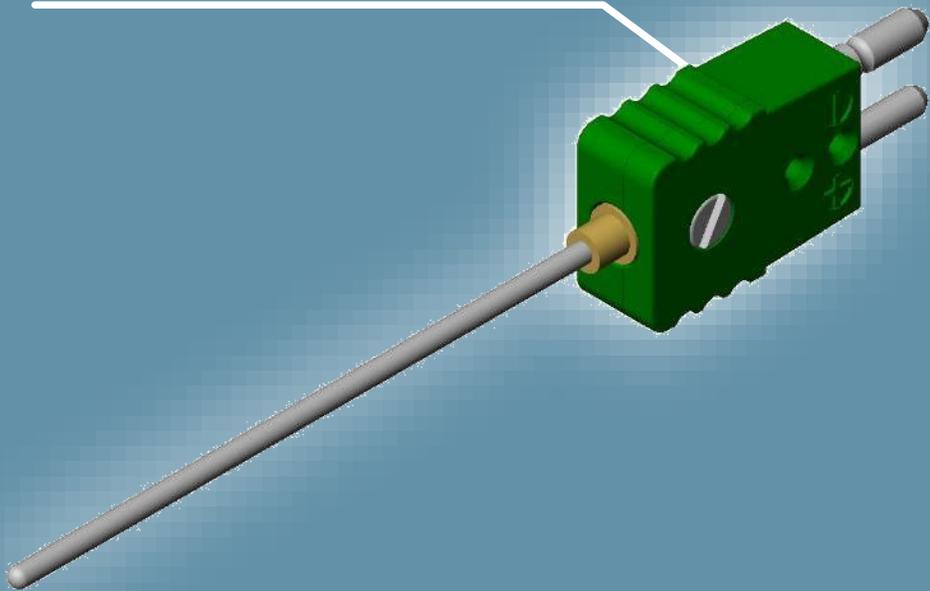
Pentronic in short

- One of Europe's leading provider of solutions for industrial temperature measurement
- +50 years experience in temperature measurement
- Turnover SEK 187 M (Pentronic group 2017)
- 170 dedicated employees



Our business

This is what the customer needs!



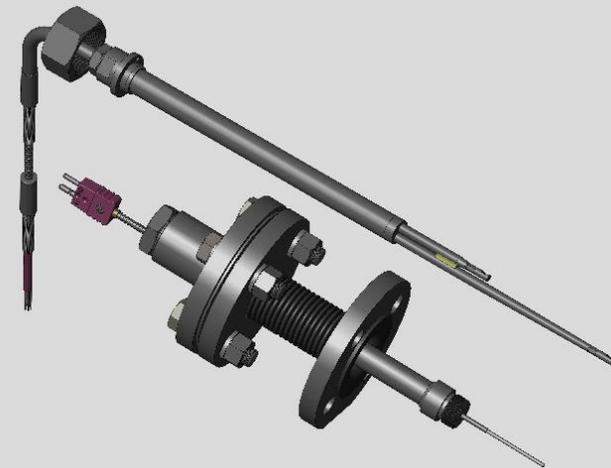
This is what we provide!



How our products are used

Gas-turbine

- Equipped with up to 150 temperature sensors
- Temperature – key parameter for control and monitoring efficiency, reliability and environmental compatibility
- Each sensor is tailored to the specific function and optimized to the measuring requirements



How our products are used

Processing of ore into steel products

Temperature is a critical parameter to achieve the right quality and product



Solutions:

- Furnace temperature control
- Steel quality control
- Temperature profiling
- Steel product manufacturing
- Calibration and training



How our products are used Dairy products

Monitor the milk from the farm to packaged product

- Milk storage control
- Food processing
- Packing material manufacturing
- Packaging
- Transport
- Quality control of refrigerated counter at the supermarket



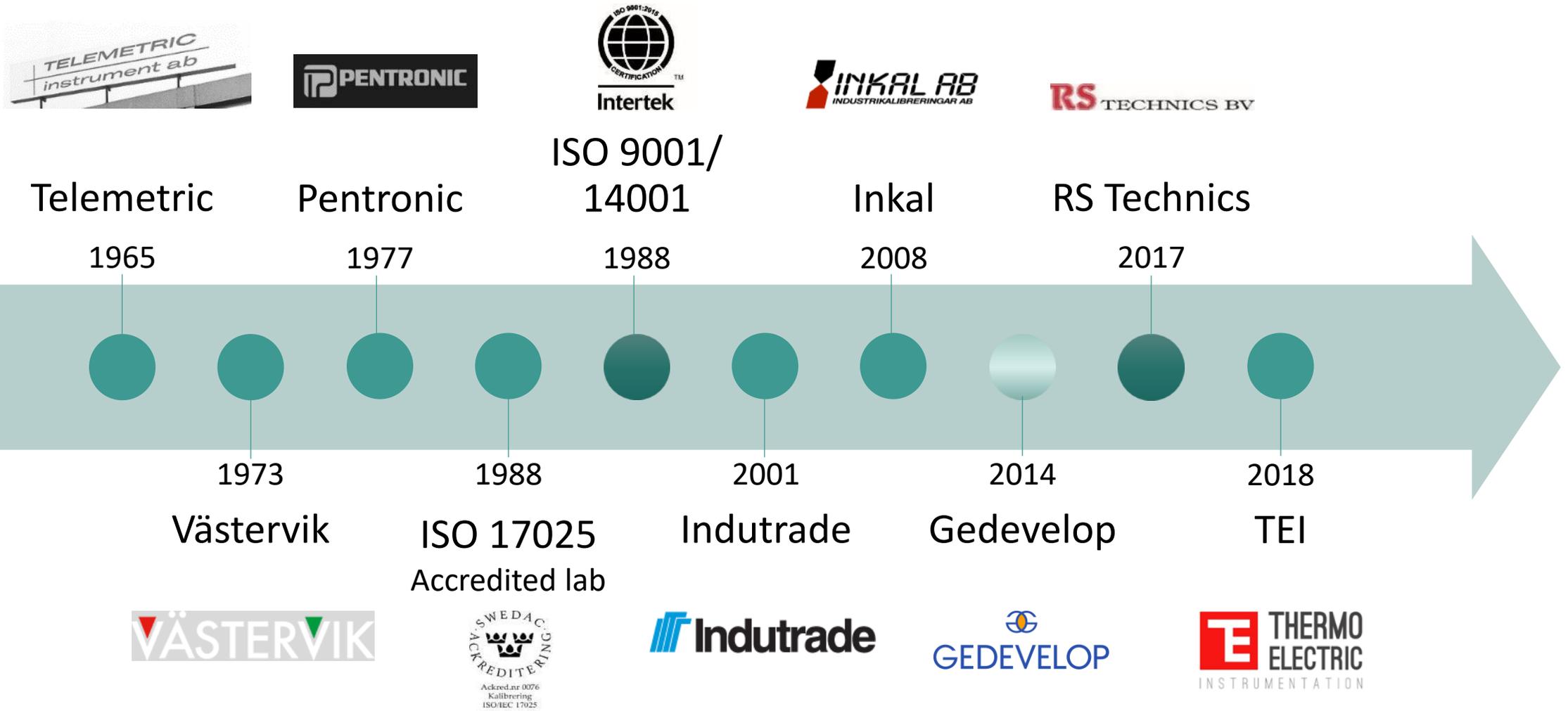
Sales development

SEK m

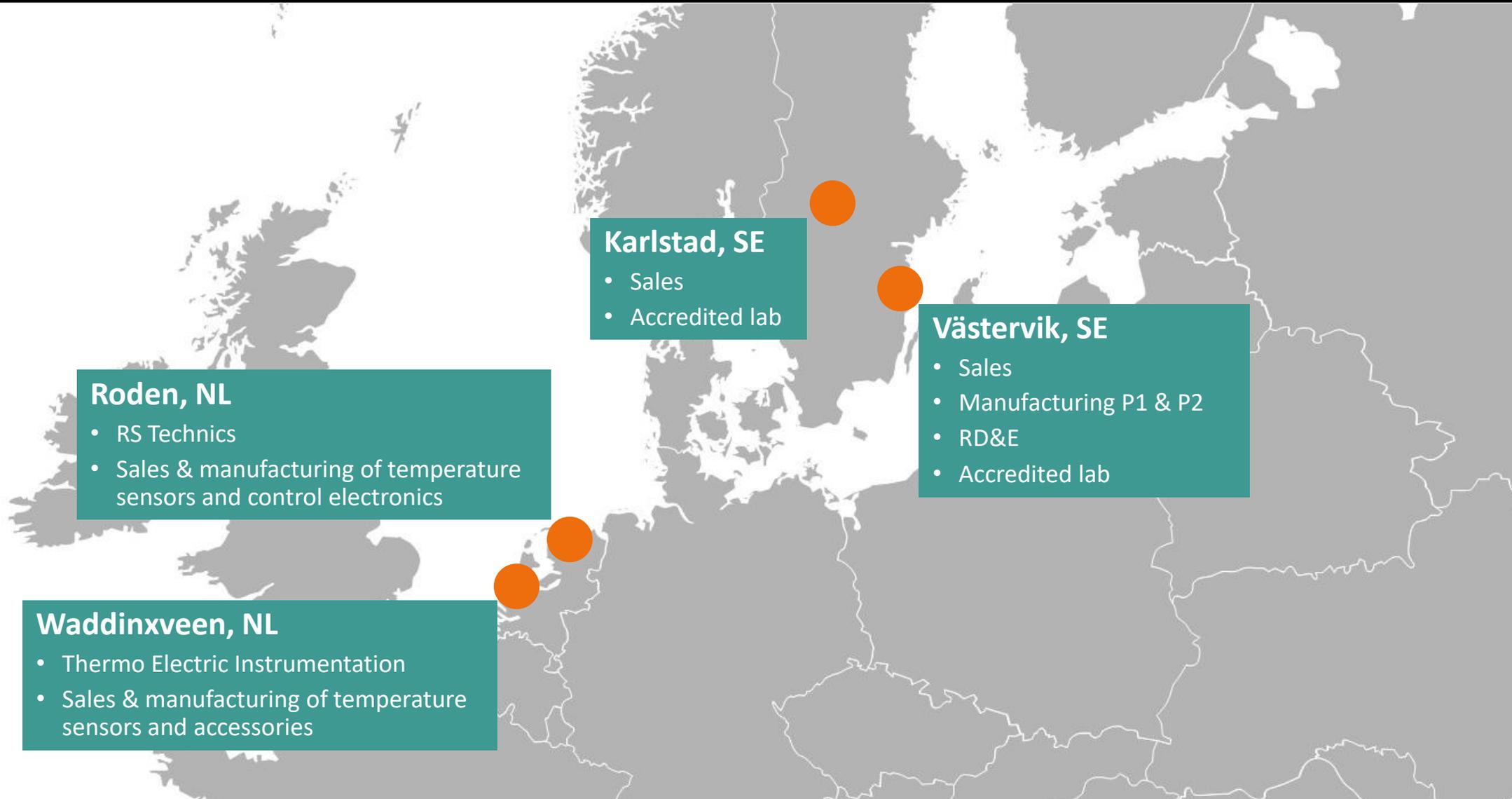
1981 - 2017



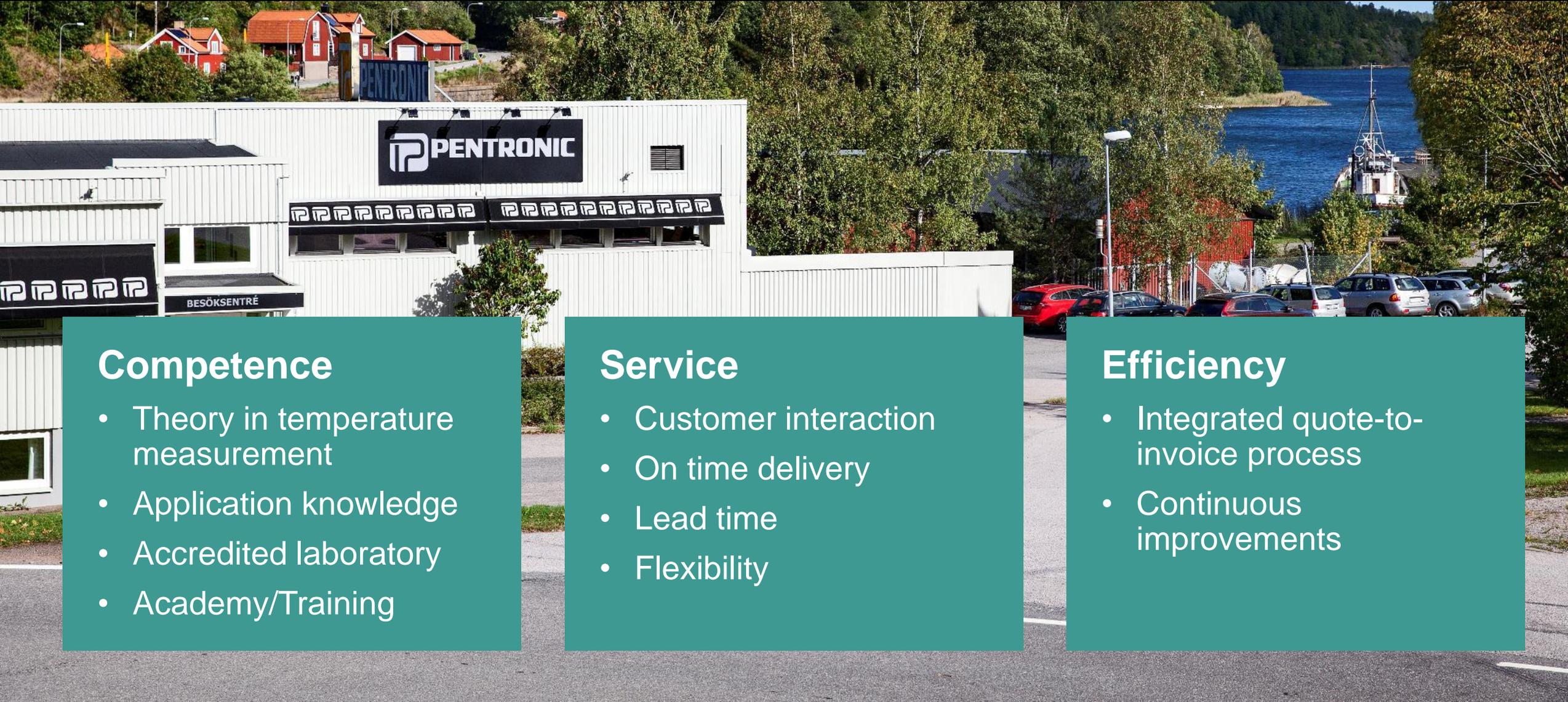
The Pentronic roadmap



Our facilities



Key drivers for Pentronic



Competence

- Theory in temperature measurement
- Application knowledge
- Accredited laboratory
- Academy/Training

Service

- Customer interaction
- On time delivery
- Lead time
- Flexibility

Efficiency

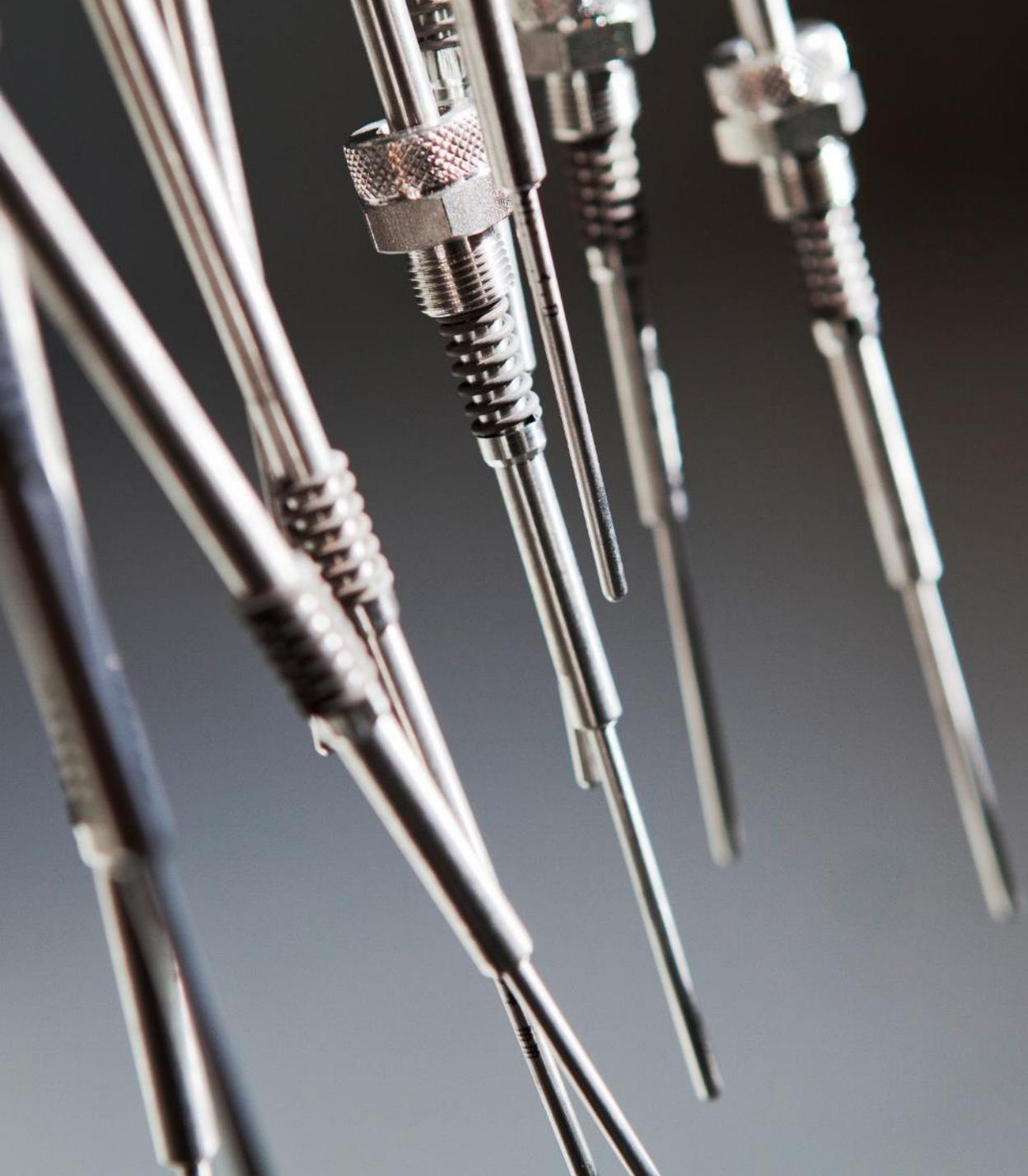
- Integrated quote-to-invoice process
- Continuous improvements

Our customer base



Suzuki Garphyttan





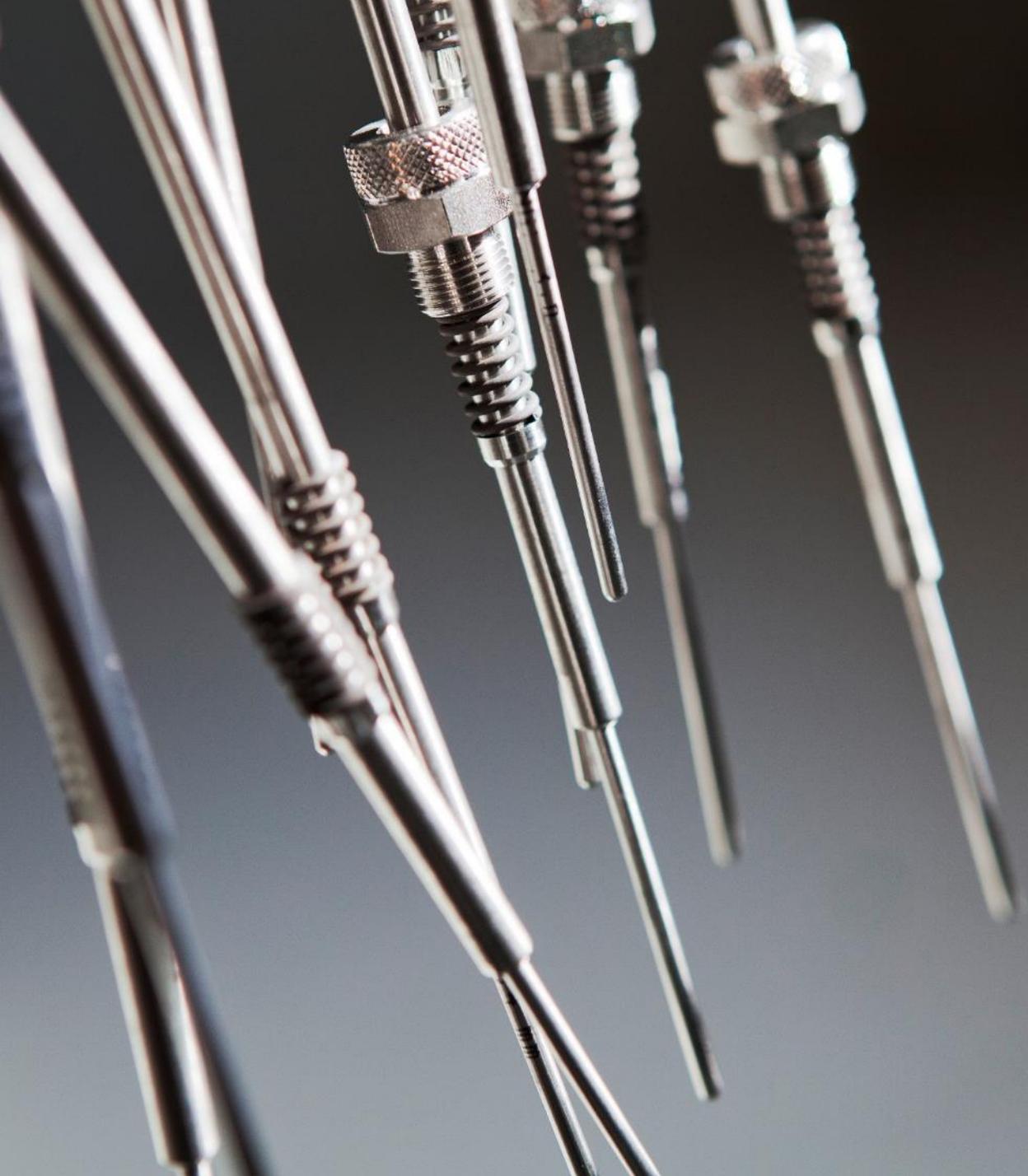
**Being part of the
Indutrade family**



Indutrade ownership

- A solid group with long term perspective
- Competence is available and accessible from all 200+ companies
 - Manufacturing
 - Sales
 - Business development
 - Digitalization
- Chairman and board members
 - Truly act as speaking partners
 - Challenge the performance of the MD and the company
- MDs as board members in sister companies
 - Knowledge sharing
 - Network building





Building the Pentronic group



Our strategy

**Build a 500 MSEK group
within our segment –
temperature measurement**

The strategy

- Grow with our long term large customers
- Introduce new technologies and products to existing and new segments
- Add on acquisitions to expand into new geographical areas

Growth by acquisitions

Why:

Our niche market requires close cooperation with our customers

How:

Looking for targets with different geographical markets or sectors



**THERMO
ELECTRIC**
INSTRUMENTATION



Growth by acquisitions

Inkal AB

A local business with focus on Swedish process industry. Started as partnership for 10 years.

RS Technichs

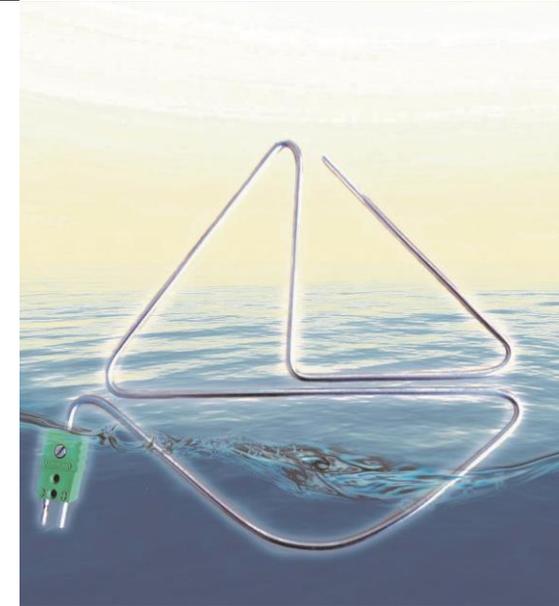
A local manufacturer with footprint in NL. Identified via broker.

Thermo Electric Instrumentation

A key player in the energy segment and semiconductor manufacturing. Has been a target for a while but part of a larger corporation.

Summary

- Provide the best solution for temperature measurement to each customer's unique demands
- European leader in high performance, custom made temperature measurement
- Competence and network within the 200+ companies – key asset to develop Pentronic for the future



The logo for Indutrade features a stylized icon on the left consisting of three parallel, slanted vertical bars of varying heights, followed by the word "Indutrade" in a bold, white, sans-serif typeface.

Indutrade